



**US Army Corps  
of Engineers** ®  
Baltimore District

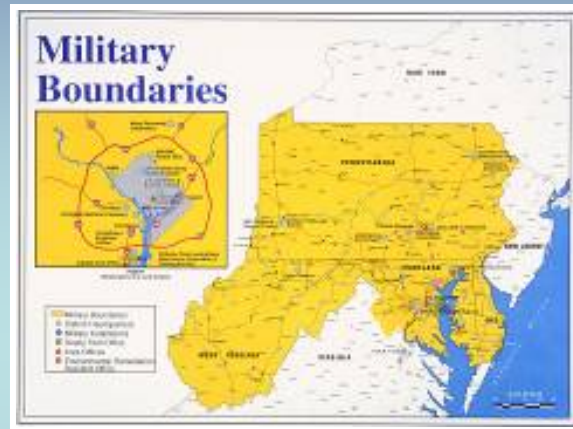
# Baltimore District

## Office of Small Business Programs

Carlen Capenos  
Deputy for Small Business  
410-962-2587

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# Baltimore District Snapshot



**6 States + District of Columbia**

23 Military Installations

2 Major Watersheds (Potomac & Susquehanna)

**49,000 square miles / 7,000 miles of coastline**

49 Field Offices in addition to Baltimore Headquarters

14 Flood Damage Reduction Dams & Reservoirs

58 Local Flood Protection Projects

290 Miles of Federally Maintained Navigation Channels

**5,880 Permits Applications (Annually)**

670 Acres of Wetland Habitat Restoration (Annually)

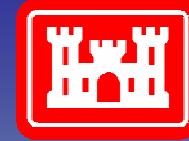
**Contingency Response**

More than 216 Employees Deployed over the last 3 years

**180 Million Gallons Drinking Water Supplied (Daily)**



# Baltimore Mission Areas



US Army Corps  
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## Military Programs

- Master Planning
- Design and construction
- Base operations
- Environmental support
- ATFP, Energy Savings
- Geospatial Engineering
- 13 Centers of Expertise



## Real Estate



- Acquire, manage, dispose
- DOD Recruiting facilities
- Contingency operations
- In Europe Responsibility Delegated to IMAE
- OCONUS Host Nation Accommodation Requests

## Interagency Support

- DOD
- Federal
- State
- Local
- International



## Civil Works

- Navigation, Hydropower
- Flood Control, Shore Protection
- Water Supply, Regulatory
- Recreation, Disaster Response
- Environmental Restoration



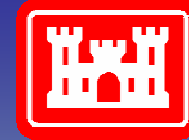
## Homeland Security

- Critical Infrastructure
- Anti-terrorism planner
- Infrastr-Security Partnership

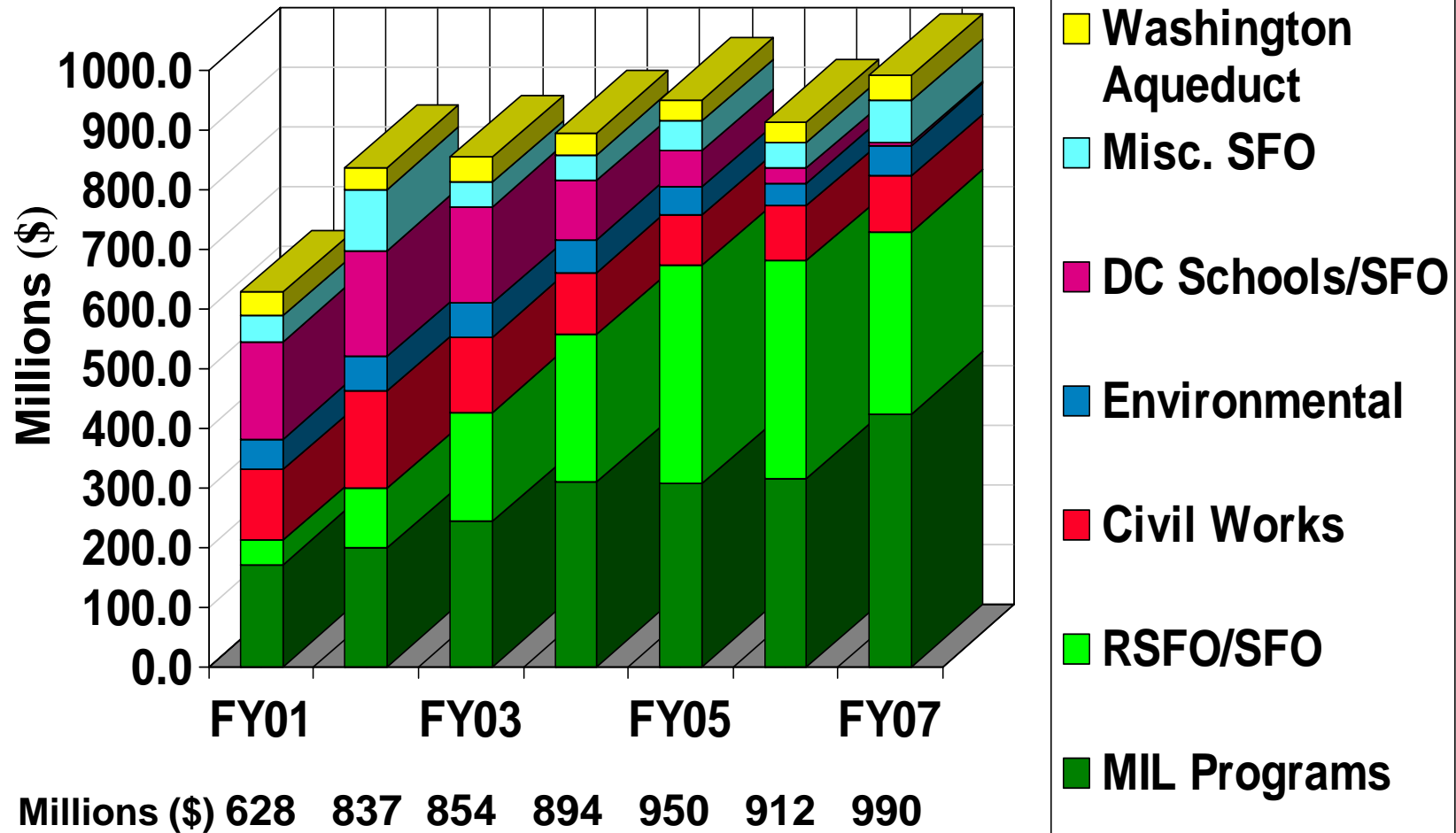




# Program Trends



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# NAB SB Numbers FY05-FY07



Category	FY07	FY06	FY05
Small Business Awards	\$256M	\$114M	\$238M
Small Disadvantaged	\$144M	\$78M	\$76M
8(a)	\$116M		
Women-Owned Awards	\$52M	\$32M	\$15M
Service Disabled Veterans	\$11M	\$2M	\$7M
HubZone Awards	\$38M	\$44M	\$105M
Historically Black College	\$200K	\$0	\$15K
<b>Total Dollars Obligated:</b>			
	\$556M	\$570M	\$391M

# Duties & Responsibilities

- **Advise District Commander on Laws and Policies Concerning the Small Business Program**
- **Enhance Opportunities for SB, SDB, WOB, HUBZone, SDVOB and HBCU/MI to Participate in Baltimore District Acquisitions**
- **Provide Policy Guidance, Direction and Education to Internal and External Customers**
- **Manage an Outreach Program for both Internal and External Customers**
- **Monitor Baltimore's SB Program in terms of goals/targets**
- **Provide Training to Internal and External Customers regarding SB**

# Small Business FY08 Targets

## Prime Contract Awards:

Small Business (SB)	40.0%
Small Disadvantaged Business (SDB)	18.0%
Women-Owned Small Business (WOSB)	5.8%
Historically Underutilized Business Zone Small Business (HUBZone)	10.0%
Service-Disabled Veteran-Owned Small Business (SDVOSB)	3.0%
Historically Black Colleges & Universities/Minority Institutions (HBCU/MI)	13.0%

## Subcontract Awards:

(% of Dollars Subcontracted by Large Prime Businesses)

Small Business (SB)	70.0%
Small Disadvantaged Business (SDB)	6.2%
Women-Owned Small Business (WOSB)	7.0%
HUBZone Small Business	9.8%
Veteran-Owned Small Business	3.0%
Service-Disabled Veteran-Owned Small Business (SDVOSB)	0.9%

# What We Bought in FY07

NAICS Category (Description)	Actions	Total Dollars
23 (CONSTRUCTION)	653	\$226,115,764.35
54 (PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES)	987	\$177,110,195.33
56 (ADMIN & SUPPORT & WASTE MGMT, REMEDIATION SVS)	528	\$68,077,385.00
53 (REAL ESTATE AND RENTAL AND LEASING)	1,555	\$35,905,454.00
33 (MANUFACTURING) (METALS, MACHINERY, COMPUTERS, ELECTRONICS)	437	\$21,396,506.55
22 (UTILITIES)	12	\$10,154,770.00
51 (INFORMATION)	112	\$8,568,466.00
32 (MANUFACTURING (PAPER, PRINTING, PETROLEUM, ETC))	581	\$4,766,508.00
42 (WHOLESALE TRADE)	51	\$2,524,189.00
81 (OTHER SERVICES (EXCEPT PUBLIC ADMINISTRATION))	44	\$1,287,585.00
61 (EDUCATIONAL SERVICES)	35	\$1,126,133.00
92 (PUBLIC ADMINISTRATION)	13	\$1,084,849.00
All Others	169	\$2,595,869.00

# Doing Business With The Corps

- Must be CCR Registered ([www.ccr.gov](http://www.ccr.gov))
- Complete Online Representations & Certifications ([www.bpn.gov](http://www.bpn.gov))
- Make sure certifications are up to date and in the correct data bases
  - HUBZone, SBD, 8(a), etc.
- Make sure bonding is in place (for construction)
- All solicitations posted to Federal Business Opportunities ([www.fedbizopps.gov](http://www.fedbizopps.gov))
- Do your homework: Know how our requirements fit your capability
- Consider subcontracting opportunities as well as prime contracts
- Watch our website: <http://www.nab.usace.army.mil> quick links to current acquisitions and BRAC.

## Misc. POCs

Furniture: Wanda Coates-Flowers

[wanda.coates-flowers@usace.army.mil](mailto:wanda.coates-flowers@usace.army.mil)

BRAC Furniture: Alicia Allen

[alicia.f.allen@usace.army.mil](mailto:alicia.f.allen@usace.army.mil)

For IT: Tom Tatum or Bill Colmer

[tom.tatum@lmco.com](mailto:tom.tatum@lmco.com)

[bill.colmer@lmco.com](mailto:bill.colmer@lmco.com)

# Subcontracting Opportunities

- IDIQ Listing: <http://www.nab.usace.army.mil/contracts/idtcJune08.pdf>
- Interested Vendor Lists (replaces “bidders list”): Posted on [www.fedbizopps.gov](http://www.fedbizopps.gov), go to specific solicitation link and in the middle of the bottom of the page is a link “View List of Interested Vendors”
- Attend site visits of current solicitation. If you can’t attend, contact the Contract Specialist for a list of attendees
- DoD Subcontracting List:  
[http://www.acq.osd.mil/osbp/doing\\_business/subdir-2005-11.pdf](http://www.acq.osd.mil/osbp/doing_business/subdir-2005-11.pdf)
- DoD Procurement Statistics:  
[http://siadapp.dmdc.osd.mil/procurement/historical\\_reports/statistics/pocstat.html](http://siadapp.dmdc.osd.mil/procurement/historical_reports/statistics/pocstat.html)
- Current Baltimore District Awards:  
<http://www.nab.usace.army.mil/ebs.htm>

# NAD SB Contacts

- New England District: Eva D'Antuono,  
[evamarie.d'antuono@usace.army.mil](mailto:evamarie.d'antuono@usace.army.mil), 978-318-8427
- New York District: Gregory Cuyjet,  
[gregory.g.cuyjet@usace.army.mil](mailto:gregory.g.cuyjet@usace.army.mil), 917-790-8004
- Philadelphia District: Cheryl Chandler,  
[cheryl.w.chandler@usace.army.mil](mailto:cheryl.w.chandler@usace.army.mil), 215-656-6867
- Norfolk District: Jack Beecher,  
[jack.beecher@usace.army.mil](mailto:jack.beecher@usace.army.mil), 757-201-7077

# For More Information:

**Our District Website:**

**<http://www.nab.usace.army.mil>**

**Our FY08 Forecast:**

**<http://www.nab.usace.army.mil/contracts/ForecastFY08-22Jan.pdf>**

**Current Contracting Opportunities and  
recently awarded contracts:**

**<http://www.nab.usace.army.mil/ebs.htm>**

**List of BRAC work through FY13:**

**<http://www.nab.usace.army.mil/BRAC>**

**(Select “Potential Work”)**

## Growth Areas for SB:

Significant subcontracting opportunities in our region for all small business contractors to support large BRAC contracts



The Baltimore District expects extensive opportunities for construction, civil and environmental small business firms. Additionally, as a full service contracting agency, we continue to offer opportunities to all types of small business contractors.



# Current SDVOB Set Asides

## Baltimore District Corps of Engineers

- Main Post Infrastructure, Hospital Water Main Relocation, Fort Belvoir, VA:  
<http://www.nab.usace.army.mil/EBS/08/W912DR-08-R-0083.pdf>
- Renovate Barrack Building 2102 & 2104, Fort Belvoir, Virginia:  
<http://www.nab.usace.army.mil/EBS/08/W912DR-08-R-0081.pdf>
- Delano Hall Mechanical and Fire Alarm Repairs Project, Walter Reed Army Medical Center, Washington DC:  
<http://www.nab.usace.army.mil/EBS/08/W912DR-08-R-0056.pdf>
- Visitor Information Services, Arlington National Cemetery, Arlington VA:  
<http://www.nab.usace.army.mil/EBS/08/W912DR-08-R-0029.pdf>
- Multiple Award Military Munitions Services Contract (MAMMS), CONUS:  
<http://www.nab.usace.army.mil/EBS/08/W912DR-08-R-0002.pdf> (multiple award - at least one to SDVOB)

**"One Team: Relevant,  
Ready, Responsive and  
Reliable, proudly serving  
the Armed Forces and  
the Nation now and in  
the future."**



*Questions?*